

Figure 1

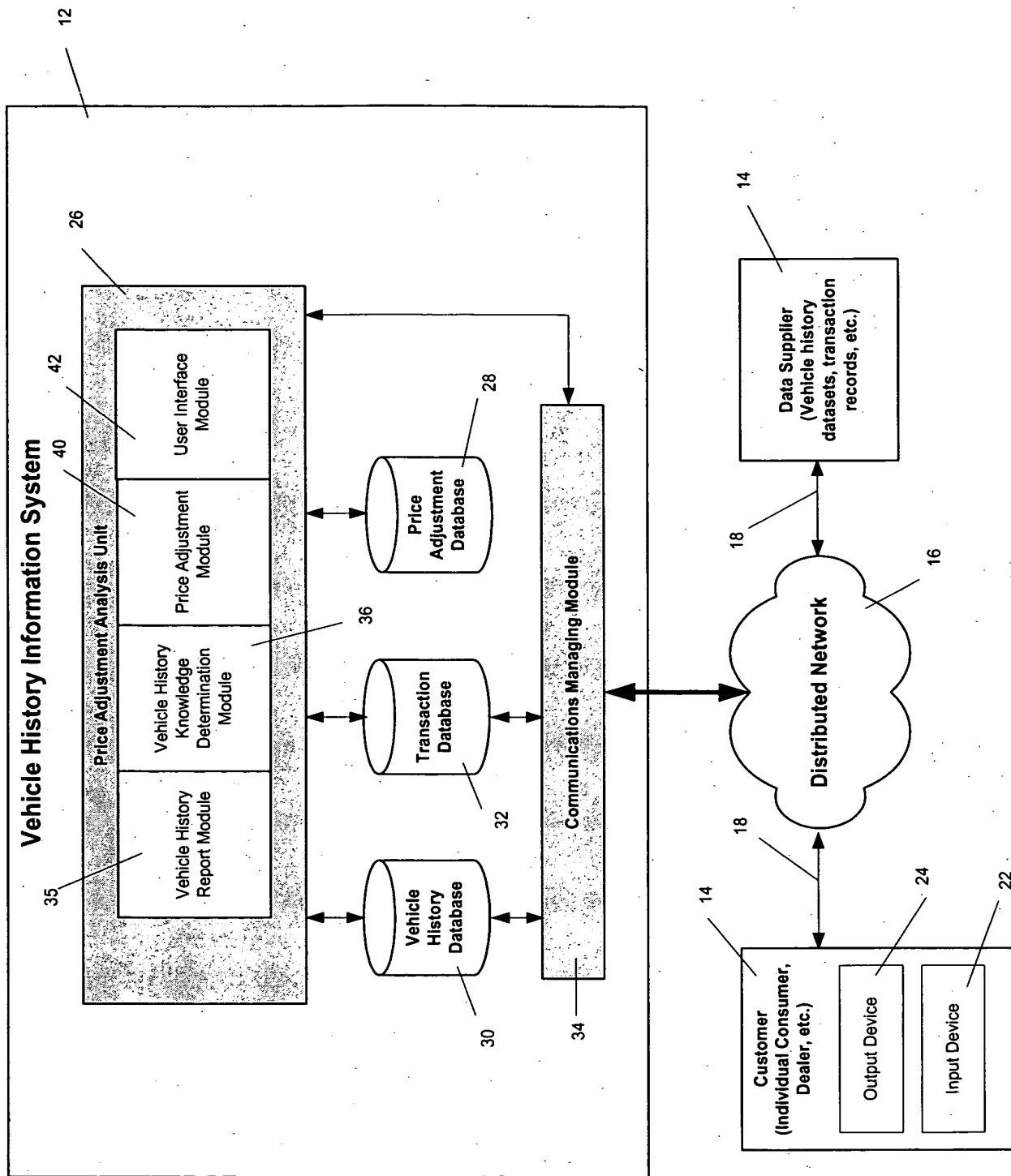


Figure 2

Air Bag Deployed	Flood Damaged	Police Vehicle
Abandoned	Fleet Vehicle	Private Vehicle
Accident	Grey Market	Recall
Assembled	Gross Polluter	Rebuilt Vehicle Title
Auction Vehicle Offered	Government Vehicle	Rental Vehicle
Auction Vehicle Sold	Hail Damaged	Reported Stolen
Child Lien Added	Junk Title	Reported Veh.Damage
Child Lien Removed	Lien 1 Reported	Repossessed
Commercial Vehicle	Lien 2 Reported	Safety Insp. Failed
Cert. Pre-Owned Vehicle	Lease Vehicle	Safety Insp. Passed
Curbstoning	Lemon Law Vehicle	Salvaged Title
Crash Test Vehicle	New Owner	Taxi Vehicle
Damaged by Fire	Not Actual Mileage Title	Theft Recovery
Damage Disclosure	Non-Branded Buyback	Title Issued
Dismantled Title	Number of Owners	Title/Regist. Issued
Emissions Inspection Failed	Non-legal High Way	Total Loss
Emissions Inspect. Passed	Non Profit	Vehicle Repaired
First Owner	Odometer Actual	Vehicle Serviced
Fire Damaged	Odometer Rollback	
	Odometer Rollover	

Figure 3

Ref.	Filter questions	Answer Yes	Answer No	No answer or don't know
A	Did a CARFAX consumer run a Report on this VIN?	Go to B	Go to G	X
B	Is there some buyer identification available with VIN?	Go to C	Go to D	X
C	Is vehicle buyer one of the consumers who ran the Report?	KC	Go to D	X
D	Did consumer register his/her CARFAX Guarantee	KC	Go to E	X
E	Did customer send CARFAX Consumer Affairs an email about this vehicle?	KC	Go to F	X
F	Did customer added comment about this vehicle in the CARFAX Customer Ratings & Comments Report & said owned it?	KC	Go to G	X
G	Send consumers survey. Did you buy this vehicle?	KC	NKC	Go to H
H	Did a CARFAX dealer run a Vehicle History Report on this VIN?	Go to I	Go to S	X
I	Is this dealer using Instant CARFAX Report on their Web site?	KC	Go to J	X
J	Is this dealer using Lemon Check on their Web site?	KC	Go to K	X
K	Did the dealer make a comment on this vehicle in the CARFAX Customer Ratings and Comments Report?	KC	Go to L	X
L	Did dealer add color & mileage vehicle listing via Inventory Manager?	KC	Go to M	X
M	Was the Report for this VIN run more than X times	Go to N	Go to N	X
N	Does this dealer average more than 50 Reports run per month?	Go to O	Go to O	X
O	Is this dealer's product mix of VH Reports to BTC Reports > 90%	Go to P	Go to P	X
P	Has this dealer ordered CARFAX Marketing material more than X in past 12 mo?	Go to Q	Go to Q	X
Q	Did you answer Yes to M, N, O and P?	KC	Go to R	X
R	Has there been more than X modifications to Inventory Manager in past 12 mo?	KC	Go to S	X
S	Send dealers a survey. Do you show a VHR to all customers when selling?	KC	UC	UC
T	Does the dealer use a competitor or another source of vehicle history?	UC	NKC	UC

Key KC = Known Class where vehicle history is known by vehicle buyer
 NKC = Not Known Class where vehicle history is NOT known by vehicle buyer
 UC = Uncertain Class where knowledge of buyer is indeterminate
 X = Not applicable

Figure 4

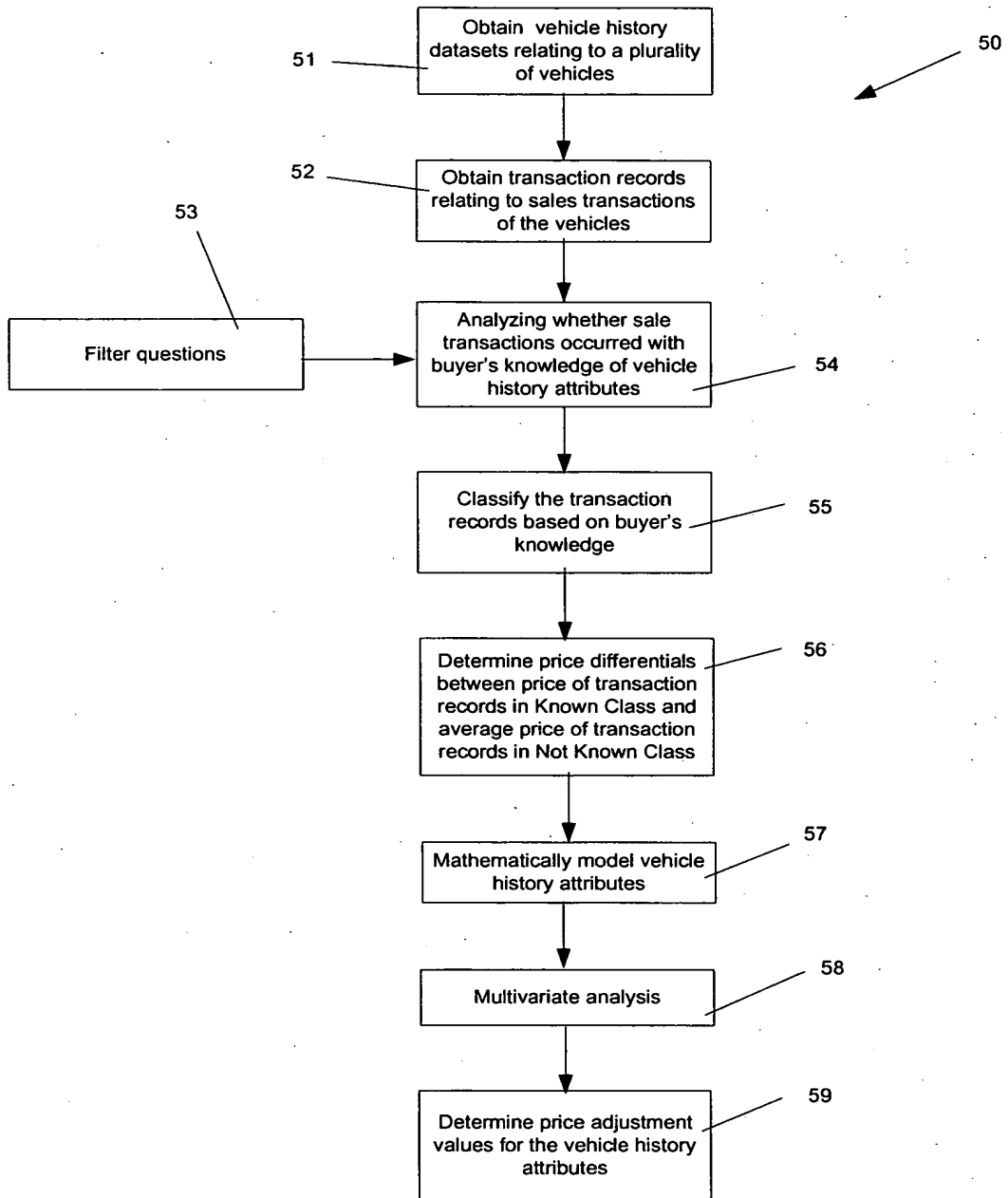


Figure 5

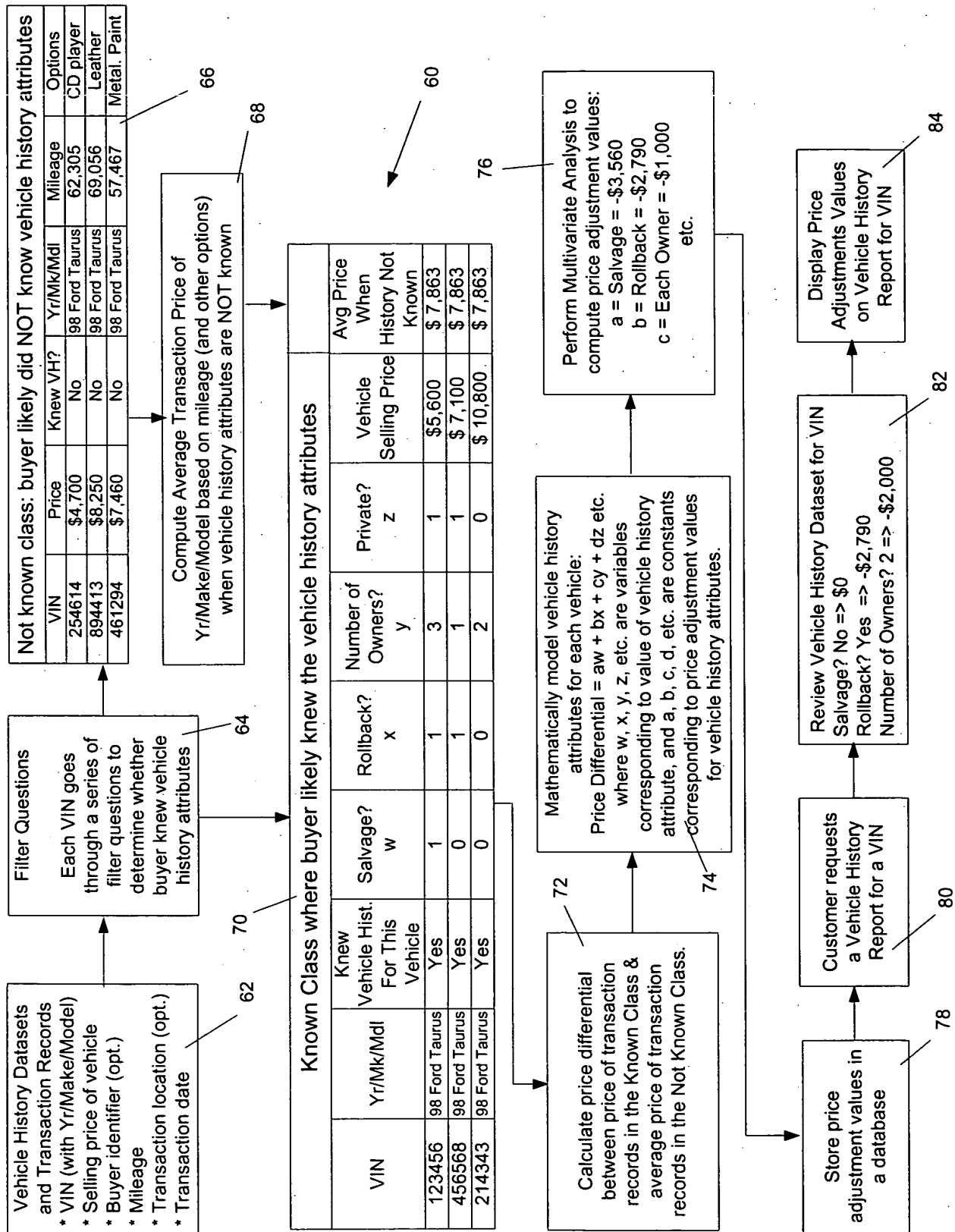


Figure 6